

Saturday, Feb 23rd Thursday, Feb 7th

19

DAILY TIMES FISH BUREAU.

Today's Arrivals and Receipts.

Sch. Louisa Polleys, Georges, 6000 lbs. cod, 8000 lbs. halibut.
Sch. Pilgrim, Georges, 6000 lbs. cod, 6000 lbs. halibut.
Sch. Atalanta, Placentia Bay, N. F., 5000 lbs. frozen herring.
Sch. Horace B. Parker, via Boston.
Sch. Indiana, via Boston.
Sch. Henry M. Stanley, via Boston.
Sch. Titania, via Boston.
Sch. Lucille, via Boston.
Sch. Winona, via Boston.
Sch. Olga, via Boston.
Sch. Ralph Russell, via Boston.

To-day's Market.

Board of Trade prices: large handline Georges cod, \$3 3-4 per cwt., medium do., \$2 1-2; large trawl Georges, \$3 1-2, medium do., \$2 3-8; handline cod from deck caught east of Cape Sable, \$3 1-2; medium do., \$2 3-8; large trawl bank cod, \$2.75; medium do., \$2.25 large dory handline cod, \$2 7-8, medium do., \$2 3-8.
Splitting prices, large cod, \$2.00; medium do., \$1.25; snapper do., 40 cts.; cusk, \$1.25; snapper do., 40 cts.; haddock, 75 cts.; hake, 95 cts.; pollock, 60 cts.
Frozen herring, \$3.50 per hundred weight.

Boston.

Feb. 23—Ar., sch. Speculator, 30,000 haddock, 2000 cod.
Sch. Agnes V. Gleason, 40,000 haddock, 4000 cod.
Sch. Clara M. Littlefield, 4500 haddock.
Sch. Bertha M. Miller, 1000 haddock, 16,000 cod.
Sch. Samoset, 5000 haddock, 800 cod.
Sch. Emerald, 6200 cod.
Sch. Vesta, 6000 cod.
Sloop Defender, 4000 cod.
Sloop Klondike, 4000 cod.
Sch. Mertis H. Perry, 3500 cod.
Sch. Rose Standish, 8000 cod.
Sch. Eliza M. Smith, 25,000 haddock, 12,000 cod, 2000 hake.
Sch. Lucy Devlin, 3000 cod.
Sch. Edward A. Rich, 25,000 haddock, 12,000 cod, 9000 cusk.
Sch. Caviare, 6000 haddock, 500 cod, 2000 cusk.
Sch. Agnes, 35,000 haddock, 1000 cod.
Sch. James G. Blaine, 28,000 haddock, 3000 cod.
Sch. Lizzie Griffin, 12,000 haddock, 2000 cod, 600 hake.
Sch. Maggie Sullivan, 30,000 haddock, 2000 cod.
Sch. Oliver F. Kilham, 8000 haddock, 1000 cod, 3000 hake.
Shore haddock \$3; off shore haddock, \$2.97 to \$2.75; large cod, \$3 to \$3.75; markets, \$2 to \$3; pollock, \$3; cusk, \$2 to \$2.75.

THE FISHERIES.

Subject of Capt. Collins' Address Before Business Men's Association.

ADVOCATES USE OF STEAMERS.

Advices Great Care of the Market Product.

Mr. President and Gentlemen:—It is exceedingly gratifying to me to have the opportunity to-night to speak to the business men of Gloucester. And my gratification will be much enhanced if I am able to present any facts or ideas that may prove advantageous to the interests of this city which has become famous throughout the world for the skill, courage and devotion that have characterized the prosecution of its leading industry.

Although I cannot claim nativity here, my affection for this old seaport is, I believe, equal to that of one to the manor born. I have always had the liveliest concern for the welfare and prosperity of the town. Nor is this remarkable. As a child I listened with open-mouthed wonder to

tales of adventures in its fisheries many decades ago. Subsequently I participated in these fisheries, and learned from personal experience the lesson they can impart. My children were born here, they still call Gloucester "home," and I am always glad to come here, if only for an hour, whenever circumstances make it practicable. Here memory takes me back to other days, here I never tire of wandering about the wharves, inspecting the latest additions to the fleet or looking into packing houses and noting any changes or improvements that have been made. Besides all this, it has been my privilege to assist in calling the attention of the world to this city and your industries, and the responsibility has fallen upon me, as you know, to stand as a representative of the Gloucester fishermen in countries beyond the sea. If I have proved worthy of the opportunity, if anything I have done has reflected honor upon them or has benefited them or the industries in which they are engaged, then I have occasion for gratitude that the privilege was mine.

But I would have been unmindful of the fisheries and unappreciative of the opportunities that came to me, had I neglected to seek information that might possibly prove helpful to those interests and industries with which your welfare is so closely associated, and the prosperity of which means so much to thousands of our coast populations.

We are living in an age of progress. The wonderful century that has so recently passed into history, with all its marvelous changes, has taught us that success in the century, upon which we have just entered, will come to those who are alert and observing, and who will avail themselves of all chances to improve their condition. We cannot safely rest contented with what we have attained to. This is especially true of industrial effort. We must choose between progress and decadence. What served yesterday will not suffice to-day. He who is engaged in industry, and especially in that which so largely affects the welfare of this city, is like one wandering in the intense cold of an arctic storm, he must keep moving; to stand still is to die.

Time will not permit a review of the past, tempting as the subject is. To-night we are not looking backward, but forward, and considering what may possibly be of advantage in the future. It is enough for our present purpose to know that Gloucester has met appalling disaster on many occasions with heroic fortitude, for when her vessels with their crews have been swallowed up in the treacherous sea, she has not faltered, but has built new fleets and other men have gone forward to fill the broken ranks. Not only this, but when competition, keen and unrelenting, drove deep-sea fishing fleets from nearly all other New England ports, leaving only ruined wharves and warehouses to awaken memories of the past, she clung to her ancient industry with a tenacity little short of marvellous.

So great has been her endurance and virility, that nowhere else, perhaps, may one look so hopefully for that development in sea fishery which is alike important to you and the nation. For it is indisputable that the successful continuance of ocean fishery is of the highest consequence to a nation that aspires to commercial or naval greatness.

It is impossible not to recognize the fact that it is like carrying coals to Newcastle for one to presume to offer in this presence any suggestions for the betterment of your fisheries, and I am not insensible to the responsibility incurred in attempting it. Still, having had exceptional opportunities to study the fisheries in other countries, and believing there is always room for improvement, I am encouraged to make the venture, feeling that my ardent desire for the success of your chief industry, will be sufficient excuse for thus trespassing on your time and patience.

Although the skies are somewhat brighter for the New England fisheries now than they have been for many years past, and there is reason for the inspiring smile of hope, still I am sure you are alive to the fact that Gloucester today faces conditions, from a business standpoint, that will demand all her skill, courage and determination to overcome. Even courage and hope have not sufficed to avert disaster in other ports, as you know, and there is reason to believe something else is needed here, in this great stronghold of New England's fisheries, if the success you desire and should attain is to be secured.

The question that is all important, and the one that should command your earnest attention is this: To what extent can you increase the demand for your products? And can you control events so that you will be called upon to supply your fair share of fish food to the eighty millions or more people now under the American flag?

About the middle of the last century, as I pointed out a few years ago, the New England fisheries prospered, and every harbor along the coast had its fleet. But that has changed. You stand face to face with new conditions.

The one thing that is vital to the success and continuance of the deep sea fishery is the obtaining of markets, or, what amounts to the same thing, the creation of an increased demand for your products. How shall this be done? Pardon me if I venture some suggestions.

Methods of fishing and marketing the catch which brought success in other days will no longer suffice, and they must be modified to suit present needs or be abandoned.

The needs and requirements of the consumer should be studied and catered to, wherever it is possible to obtain a new market or to increase the demand is an old one.

It is necessary to utilize the resources of fishery that are yours, and not let foreigners fill our markets with fish, with the odds of a heavy duty and ocean freight they have to pay in your favor, simply because you neglect to profit by the opportunities that are yours.

Endeavor to make the most of all secondary products, such as may ordinarily be thrown away, for every dollar thus secured is a clear gain to an industry. Profit by the experiences of others as far as possible whether in this or other countries.

I am not unmindful that you have been most progressive along some lines, and there is reason for pride and satisfaction that certain of your products are unexcelled, if not beyond competition. That very fact has sustained you through years of trial and general adversity to New England fisheries, and your fleets have sailed the seas and gathered harvests from the store houses of the deep when fishery has shriveled and died in other coast towns.

It is not enough, however, that your boneless cod challenge competition; that your salt mackerel, cured with the utmost care, are unexcelled; that your vessels bring from Newfoundland cargoes of frozen herring to supply cheap food for many thousands, or that your clipper schooners